



## Poe & Cronk Real Estate Group Announces New Large Downtown Office Lease



Poe & Cronk Real Estate Group is proud to announce Allstate Insurance Company's entrance into the downtown Roanoke Office Market. The large insurer has signed a new office lease to become a tenant at the Stone Printing Building located at 116 N. Jefferson Street, adjacent to the Hotel Roanoke and Roanoke Higher Education Center. Allstate will occupy the entire 48,000 SF building, which can accommodate more than 300 employees.

Bryan Musselwhite and Matt Huff of Poe and Cronk Real Estate Group represented the Landlord in securing the Tenant at this location.

"This is great news for downtown Roanoke and we are proud to have worked with our team to make this transaction happen," remarked Bryan Musselwhite.



"Allstate was drawn to the energy and amenities of the revitalizing downtown market and we were able to meet their office needs at our client's property," added Matt Huff.

The Allstate Corporation is the nation's largest publicly held personal lines insurer, protecting approximately 16 million households from life's uncertainties through auto, home, life and other insurance offered through its Allstate, Esurance, Encompass and Answer Financial brand names. Allstate is widely known through the slogan "You're In Good Hands With Allstate®." The Allstate brand's network of small businesses offers auto, home, life and retirement products and services to customers in the United States and Canada. In the 20 years since Allstate became a fully independent public company, The Allstate Foundation, Allstate, its employees and agency owners have donated more than \$405 million to support local communities.

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## ROANOKE REGIONAL CHAMBER NAMES VICE PRESIDENT OF PUBLIC POLICY & STRATEGIC ISSUES



Joshua Baumgartner

Joshua Baumgartner has joined the staff of the Roanoke Regional Chamber as vice president of public policy and strategic issues. In his position, Baumgartner manages the Chamber's public policy division and represents the Chamber and its members at the local, state and federal levels on issues and policies impacting the regional business community.

Baumgartner, who holds a masters of arts in political science from The Citadel Graduate College and a bachelor of arts degree in history from Hampden-Sydney College, was most recently employed as the executive director of the Fairfax County Republican Committee.

Established in 1890, the Roanoke Regional Chamber's mission is to serve the interests of our members by providing leadership, advocacy, and action that will help the Roanoke Region achieve its potential as a desirable place to live, work, and visit.

## VIRGINIA Women's CONFERENCE 2015

### IN PARTNERSHIP WITH

Advance Auto Parts  
Anthem Blue Cross & Blue Shield  
B2C Enterprises  
Bella Magazine  
Carilion Clinic  
Cigna  
COTA at Virginia Tech  
Dominion Resources  
GEICO  
Genworth  
MasterYourCard Virginia  
The Joy Sutton Show  
Virginia Community College System

## LEADERSHIP & LIFELONG LEARNING

SATURDAY  
NOV 21

8:00am - 3:30pm  
The Hotel Roanoke  
& Conference Center

Hosted by  
Senator Mark R. Warner  
Virginia Tech  
Hollins University  
Roanoke Valley Convention and Visitors Bureau  
& the City of Roanoke.

**No fee.** Registration required.

[www.warner.senate.gov/womensconference](http://www.warner.senate.gov/womensconference)





## Spotlight on Business ~ River Acceptance, LLC

River Acceptance, LLC, is a locally owned and operated electronic surplus recycling business. Also operating as a DBA, GreenEtronics, both entities have the objective of providing E-scrap recycling services to consumers, governments and businesses. The management of River Acceptance has over 30 years' of global experience in the proper handling and disposition of all types of electronic devices.

From 1990-2002, operating as R. Frazier, Inc., over 60 million pounds of equipment was received and processed for companies like IBM, Dell, Gateway, British Telecom and others. R. Frazier, Inc. had a worldwide presence with over 350 employees, and operations in five countries with four US locations. R. Frazier was the first company to recycle computer equipment for IBM in 1990 and was awarded the honorable State of Virginia Small Business of the Year in 1996 for its' global recycling efforts.

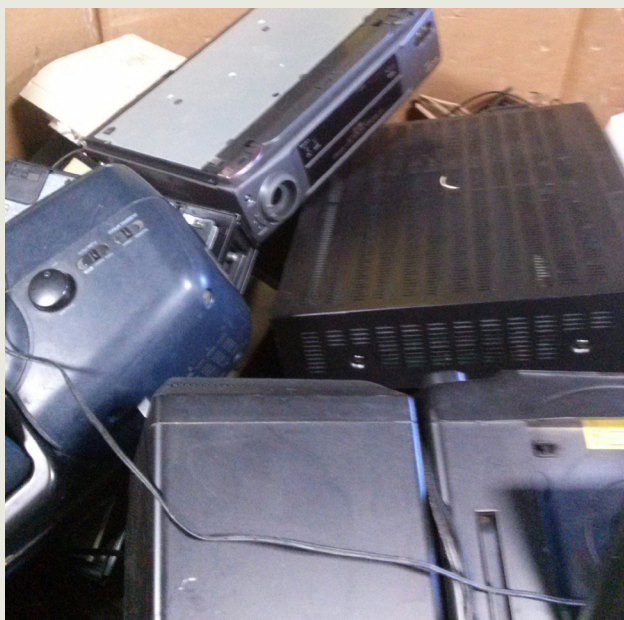
The original founder of R. Frazier, Inc., Randy Frazier of Salem, VA, has restarted this recycling business under River Acceptance, LLC. Previously the focus was a global approach to service large Original Equipment Manufacturers. Today, the focus is on Roanoke and Southwest Virginia.

River Acceptance currently has an established client base of over 70 corporate and government entities. There is also a serious focus on assisting the consumer with their recycling needs. We were the take-back vendor at Earth Day in Roanoke for 2015 and the New River Valley Resource Authority event this past August. Since the restart in March 2015, we have processed more than 350,000 pounds of used and obsolete equipment. Our goal for 2016 is to recycle 2.0 million pounds of electronic equipment from the area we service.

River's mission is to provide Southwest Virginia with sustainable processes to recycle electronic devices while eliminating the impact that this equipment has on a landfill. One acre of landfill has a developed cost of \$750k. Any item, especially E-scrap, which does contain heavy metal constituents, should always be recycled and never be disposed of in our waste streams. Nationally the disposal of used and obsolete equipment is a growing problem. In most cases, River Acceptance can provide a no cost solution to the removal, handling and recycling of this equipment. The processes are proven compliant, reliable and sustainable after 30+ years of business practice.

Our electronic recycling process is simple. We can provide the logistic capability to do the removal. Once the equipment is received in our facility located at 1866 Technical Street S.E. (Roanoke Industrial Center) Roanoke, Va., the material is sorted and prepared to be dismantled. Some equipment may be identified during the sort as having value for original intended use. If reuse is the best reutilization to accomplish the recycling goal, all data is purged using a DOD wipe procedure prior to being sold.

The more likely case is the device will be dismantled. This is a manual process that creates traditional scrap streams such as copper bearing material, steel, plastics, aluminum, batteries and other base metals. All of these scrap streams are sold locally to OmniSource ([www.omnisource.com](http://www.omnisource.com)) or Gerdau ([www.gerdau.com](http://www.gerdau.com)). Both of these companies are local publically traded companies. Both companies are job creators in the Roanoke Area and recycling E-scrap supports those jobs. When the devices are dismantled, ALL data is secured to assure that 100% is destroyed. The scrap streams that contain any precious metal are processed by Boliden ([www.boliden.com](http://www.boliden.com)). Boliden is a world class refiner of electronic scrap and is approved to handle material from the U.S. Government.



River accepts and processes many types of used and obsolete electronic devices. This includes commercial and consumer computers and peripheral equipment, telecom and home electronics. We do process CRT monitors and TVs for a nominal fee. A list of common materials accepted include: Computers, Laptops, Desktops, Servers, Flat Screen Monitors, Peripheral Hardware, Printers, Copiers, Cell Phones, Networking Hardware, Scanners, Projectors, Memory, Keyboards & Mice, Video Game Consoles, Storage Devices, and Office and Household Electronics. We can usually recycle anything with a cord! River is able to either repurpose these items or dispose of them responsibly.

As part of our commitment to the community where we also live, we are a proud supporter of Center in the Square ([www.centerinthesquare.org](http://www.centerinthesquare.org)). When the owner of the equipment gives us permission, we share some of the revenue from the value received during the recycling process with Center in the Square. This is a help to them to continue to operate and support the many and various cultural organizations that enhance life in Roanoke and Southwest Virginia.





## Virginia's Blue Ridge Tourism Breaks NEW Record Revenues

According to the 2014 economic impact report just released, tourism was once again a major contributor to the local economy. Travel expenditures for Virginia's Blue Ridge (including the cities of Roanoke and Salem and counties of Botetourt, Franklin and Roanoke) reached \$784,452,109, a 3.9 percent increase over 2013. Regional tourism-supported jobs totaled 7,602 while state and local tourism-related tax collections were \$55,588,166. All data was received by the Virginia Tourism Corporation (VTC) from US Travel Association and is based on domestic visitor spending (travelers from within the United States) from trips taken 50 miles or more away from home.

"Tourism is an instant revenue generator for the Commonwealth, attracting millions of visitors every year looking to discover why Virginia is for Lovers," said Rita McClenny, President and CEO of Virginia Tourism Corporation. "2014 was another exciting year for travel and tourism industries in Virginia, and we are thrilled to see such continued improvement in our tourism economy. Tourism is a driving force of Virginia's economy - it creates jobs, generates economic impact, and benefits businesses and communities across the state."

"Tourism is BIG business and we're pleased to see healthy growth in this region," said Landon Howard, President of the Roanoke Valley Convention & Visitors Bureau. Howard went on to say, "the real credit goes to the region's tourism industry and their commitment to working together to offer an excellent visitor experience."

Detailed economic impact data by locality is available  
at <http://www.vatc.org/research/economicimpact/>



### Wish to be a BizNews subscriber?

Please email  
[lisa.soltis@roanokeva.gov](mailto:lisa.soltis@roanokeva.gov)  
with your contact information including name  
and email address.

Also, check us out on  
Facebook! Visit City of  
Roanoke Department of  
Economic Development  
at [www.BizRoanoke.com](http://www.BizRoanoke.com).

### Check Out Biz Roanoke on RVTV Channel 3!

BizRoanoke is a  
monthly  
program highlighting  
economic activity and  
programs within the  
City of Roanoke.

Tune into  
RVTV Channel 3 to learn  
more or follow this links to  
our most recent shows:  
[https://www.youtube.com/  
watch?v=xzMVJgMpzq4](https://www.youtube.com/watch?v=xzMVJgMpzq4).



## River Acceptance, LLC - continued from Page 3

### Services provided by River Acceptance

- 100% data security
- Environmentally compliant disposal of obsolete computers, monitors & electronic equipment
- Logistical support to pick-up and remove the equipment at no cost
- Certificate of Environmental Compliance and Destruction for all materials received and processed at our facility
- HIPAA Certified Processing and Handling Standards where required

### Benefits of recycling electronic equipment

- Elimination of hazardous heavy metals in landfills
- Extended landfill life
- Revenue created for the equipment owner
- With customer permission, Center in the Square receives revenue to continue support of the Arts and Sciences enhancing the value of the Roanoke Region



For more information or to discuss the possible removal of electronic equipment, please contact: Randy Frazier by cell at 540-314-5890 or by email at [frazier.randy@comcast.net](mailto:frazier.randy@comcast.net).

### UPCOMING EVENTS

- April 2016: Earth Day - Roanoke area in conjunction with Clean Valley Council
- April 2016: Earth Day - Franklin County area in conjunction with Ferrum College and Center in the Square
- April 2016: Earth Day - New River Valley in conjunction with NRV Resource Authority

### MORE INFO ABOUT RANDY FRAZIER'S RECYCLING BUSINESS EXPERIENCE-

[http://chronicle.augusta.com/stories/1998/03/16/tec\\_224253.shtml#.VjkDNPmrTcs](http://chronicle.augusta.com/stories/1998/03/16/tec_224253.shtml#.VjkDNPmrTcs)

<http://www.thefreelibrary.com/>

COMPUTER+RECYCLING+COMPANY+RECOGNIZED+FOR+INNOVATION,+CREATIVITY-a018088469  
<https://scholar.lib.vt.edu/VA-news/ROA-Times/issues/1993/rt9307/930730/07300179.htm>

## Featured BizLink ~ <http://www.coopercenter.org/node/2/publications/economic-contribution-dairy-industry-virginia-0>

### THE ECONOMIC CONTRIBUTION OF THE DAIRY INDUSTRY IN VIRGINIA

Here's a great reason to buy local dairy products! The Weldon Cooper Center for Public Service reported in October, 2015 that Virginia's dairy industry plays an important part in the Virginia economy. The industry includes not only dairy cattle farming and milk production but also closely connected milk processing such as fluid milk, butter, cheese, ice cream, and dried and condensed milk product manufacturing. Virginia's dairy industry directly employed an estimated 7,975 workers in 2014 and accounted for an estimated \$2.298 billion in total output, \$451 million in value-added, and \$159 million in labor income. When the multiplier effects resulting from payments to Virginia-based businesses and labor are counted, the economic contribution increases to 13,819 workers, \$3.2 billion in total industry output, \$953 million in value-added, and \$452 million in labor income. To learn more, please follow this Featured Biz Link.



Brett Winter Lemon

## What do you love about Roanoke?

**"Accessibility of transit, people, friends, family, outdoor amenities...everything is accessible in Roanoke."**

**Brett Lemon**  
~ Owner, Brett Winter Lemon Photography  
Roanoke

## Jefferson College of Health Sciences Announces Addition of Doctoral Degree Programs and Creation of School of Graduate & Professional Studies

Jefferson College of Health Sciences, a part of Carilion Clinic, announced the addition of two new doctorate-level programs to the institution's 25 existing healthcare-focused degree and certificate programs on Monday, November 2, 2015. The new programs, the Doctorate of Nursing Practice and the Doctorate of Health Sciences, will welcome their first students in fall 2016.

"From the 1980s when we were educating approximately 200 students in a handful of associate and certificate programs to today, when almost 1,100 students are enrolled in 25 degree and certificate programs on our campus, Jefferson College of Health Sciences has grown to become a leader in healthcare education in the Roanoke Valley and beyond," said College President Dr. Nathaniel L. Bishop. "Today, we announce the next important step in our development."

In addition to the announcement of the new doctorate-level programs, Dr. Bishop introduced the new "Jefferson College of Health Sciences School of Graduate & Professional Studies," which will be home to the college's graduate-level programs and the more than 250 students currently enrolled in those programs. The addition of the School provides an administrative framework to best meet the needs of these students.

"At our last College Board of Directors retreat," said Jefferson College Board of Directors member Ms. Maryellen Goodlatte, "we received an in-depth report about the need to offer upper level degrees in response to the rapidly changing healthcare environment of the Roanoke region, a segment of the local economy that continues to be strong and growing. On behalf of the Board of Directors, college leadership and our colleagues at Carilion Clinic, I would like to say how pleased we are to offer these opportunities as a way of continuing that growth."

The implementation of the doctorate-level programs marks a significant milestone in the history of Jefferson College of Health Sciences. Beginning in fall 2016, over 1,000 Jefferson students will have the opportunity to earn doctorate, masters, bachelors and associate degrees, as well as participate in a variety of graduate and undergraduate certificate and recertification programs.

For the announcement, held on the Jefferson College campus at Carilion Roanoke Community Hospital in downtown Roanoke, Virginia, President Bishop and Ms. Goodlatte were joined at the podium by Dr. Lisa Allison-Jones, Jefferson College Dean for Academic Affairs, Dr. Sharon Hatfield, Jefferson College Chair of Community Health Sciences, and Dr. Ava Porter, Jefferson College Chair of Nursing.

Jefferson College of Health Sciences is a private higher education institution that "prepares, within a scholarly environment, ethical, knowledgeable, competent and caring healthcare professionals." The College focuses on providing healthcare education and is a part of Carilion Clinic. Founded in 1914 as the Jefferson Hospital School of Nursing, Jefferson College now provides more than 1,100 students with opportunities to become part of the healthcare profession, serving communities from southwest Virginia to the Shenandoah Valley and beyond. The school's graduates are building healthier tomorrows in our region and across the country each day. More information is available at [www.jchs.edu](http://www.jchs.edu).



# Jefferson College of Health Sciences

at CARILION CLINIC 



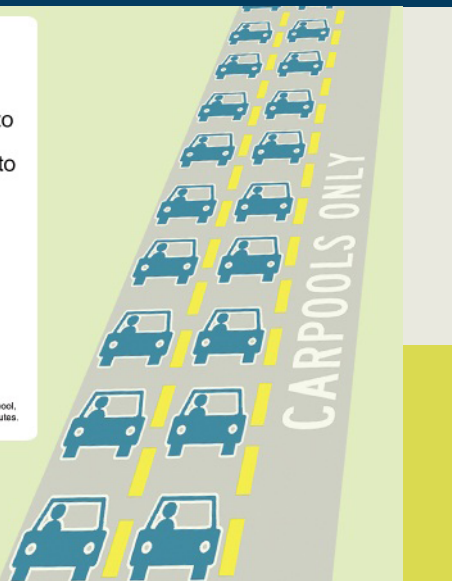
## What's my share?

Carpooling can be a great way to cut your commute costs by helping your coworkers get to work. The more people who share, the less everyone pays. Here's what you could expect to earn, per week, by filling those empty seats.\*

Commute	Extra riders in car		
	1	2	3
< 10 miles	\$4	\$3	\$2
10 to 30 miles	\$10	\$7	\$5
30 to 60 miles	\$22	\$15	\$11
> 60 miles	\$29	\$20	\$15

\* Suggested rates only. Based on average gas prices and vehicle mileage as of 09/15. Participants in a carpool, whether facilitated by RIDE Solutions or not, should determine fair cost sharing based on their specific commutes.

Get your carpool match, free, at  
**[ridesolutions.org](http://ridesolutions.org)**  
**866-424-3334**



## WHAT'S MY SHARE?

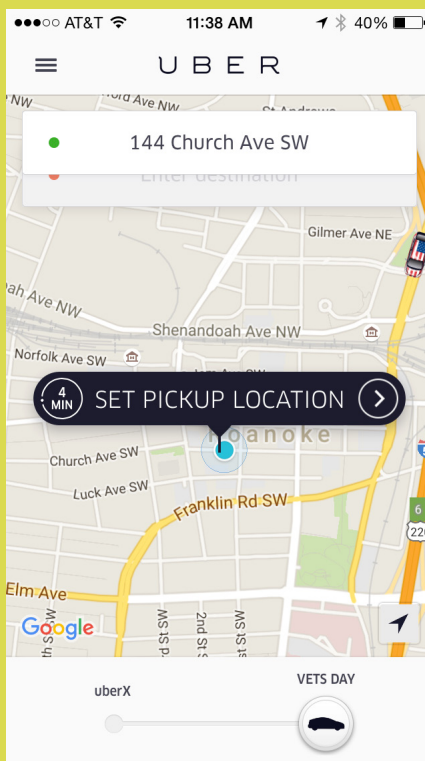
Innovative apps like Uber and Lyft have changed the way people find - and pay - for their transportation. But you need a smartphone to share a ride, and you can even make a few bucks doing it.

Old fashioned carpooling is still a popular option - in fact, census data shows 10% of commuters in the Roanoke Valley carpool back and forth to work every day. Sharing a ride is an easy way to split transportation costs, and switching driving duties from week to week not only cuts your fuel costs, it keeps miles off your car and extends the life of your vehicle.

Even if you don't want to get out from behind the wheel, though, you can start your carpool as a driver only, opening empty seats to folks who are tired of being stuck in traffic or are looking for more reliable transportation. And though you may not be taking payments for the rides with PayPal, you can still make a few bucks by sharing the cost of gas across all your riders. How much? RIDE Solutions has provided some sample per-seat cost-sharing rates above so you can see what carpooling can earn for you.

To explore your smart commute options, register at [www.ridesolutions.org](http://www.ridesolutions.org) for a free match list. You'll be able to see how many other commuters in their database match your route and schedule, and have an opportunity to coordinate the carpool that best fits your need. It's all free, no obligation, and backed up by their Guaranteed Ride Home program.

Visit [www.ridesolutions.org](http://www.ridesolutions.org) online or call 1-866-424-3334 to learn more about the many options for transportation.



## Training & Events ~



Thursday, December 3, 2015  
**MAKE YOUR MARKETING DOLLARS WORK HARDER**  
7:45 - 9 a.m.

Growth firms can spend between ten and thirty percent of revenues on marketing, depending on their industry. Regardless of company size and age, marketing is a critical investment that needs careful consideration for a strong ROI.

During this forum, four actions that every company should consider to make the most of their marketing investment will be introduced. By taking these four actions, you can optimize costs and results, whether you are competing against the big guys or enjoying market dominance.

**Speaker:** Eileen Quirk Baumann, President, Uncork-itr

**Location:** Tecton Products, 5415 Corporate Circle, Salem, VA

**Cost:** Free to RBTC Members; \$10 Non-Members

**Information/Registration:** Visit <http://www.thetechnologycouncil.com/BusinessDevelopment>

Wednesday, December 9, 2015  
**STATE OF THE COMMONWEALTH 2015**  
7:30 - 9 a.m.

Plan to attend the State of the Commonwealth Address. The Virginia Chamber of Commerce will update our regional business community on the Commonwealth's accomplishments and economic outlook.

**Location:** The Patrick Henry, 611 S. Jefferson Street, Roanoke, VA

**Cost:** \$20 Chamber Members; \$30 Non-Members - Buffet Breakfast will be served beginning at 7:30 a.m.

**Information/Registration:** Contact Kelly Prince at 540.983.0700 x 107 or [kprince@roanokechamber.org](mailto:kprince@roanokechamber.org).

## Parades, Parties and Planning for Downtown Parking

It's that time again. The weather has turned colder, the leaves are leaving and the time has changed. Our thoughts turn to the holidays and the many downtown activities.

As you make plans for holiday parties, parades, festivals, sporting events and shopping, don't forget to plan ahead for parking. Also watch for street closures as holiday events may result in closures or changes to traffic patterns after 2 p.m. or 4 p.m.

PARK Roanoke offers FREE parking at various locations and for nominal amounts after 4 p.m. in other garages or lots. To help you make your plans, we have highlighted our schedule below:

- On Sundays, all PARK Roanoke locations are FREE
- Parking is FREE on Saturdays at Campbell Garage, Church Avenue Garage, Elmwood Park Garage, Elmwood Lot, Roanoke Higher Ed Center Lot, Gainsboro Garage, and the Warehouse Row Lot
- Parking is FREE on Saturdays until 4 p.m. at Market Lot, Market Garage, Center in the Square Garage, and at the Wells Fargo Tower Garage
- Parking is \$3 after 4 p.m. at Church Avenue Garage, Market Garage, Market Lot, the Wells Fargo Tower Garage, and is only \$4 from 4 p.m. to midnight at Center in the Square Garage

For more information visit: [www.PARKRoanoke.com/free](http://www.PARKRoanoke.com/free).



*This article was submitted by Park Roanoke.*

## Training & Events ~ continued

Wednesday, December 16, 2015  
RBTC HOLIDAY SOCIAL

5:30 - 7:30 p.m.

Jingle, jingle, mix & mingle!!

All of the members, partners, and friends of the Roanoke Blacksburg Technology Council are on our nice list, and we hope you will join us at the end-of-the-year holiday social. Registration for this holiday gathering will include cheer, appetizers, raffle prizes, and cookie decorating. A drink ticket is included followed by a cash bar.

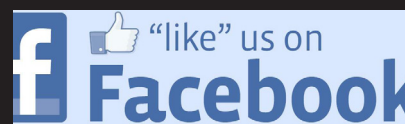
The Roanoke Blacksburg Region has had a great year and it is now time to reflect and celebrate!

**Location:** Roanoke College - Wortmann Ballroom

**Information/Registration:** <http://www.thetechnologycouncil.com>

## DID YOU KNOW?

The City of Roanoke  
Department of  
Economic  
Development  
is on Facebook!  
Please "like" us  
today!





## Kroger Completes Upgrade of Towers Store in Roanoke *Remodel creates 15 new jobs*



Kroger has completed an extensive remodeling of its store at Towers Mall in Roanoke and recently celebrated a “grand reopening” of the store with giveaways and special low prices.

Kroger invested approximately \$4 million in a complete make-over of the store and added 15 jobs for a total employment of 150 in the store. “The store looks all new,” said Mike Witt, manager. “With new décor, painting, flooring and lighting, the store has a fresh, modern appearance, and our associates have smiling faces to go with their excellent customer service.

Witt says the biggest change customers will notice is the expanded natural foods section and a wider selection of organics. “We have responded to the requests of customers to carry more frozen foods, dairy products, and meat/seafood. Our Deli-Bakery also is larger, and we offer a wider range of prepared foods, including salads.”

The Produce Department has been completely redesigned with more open space, making it much easier to shop, added Witt. The Floral Department also has been redesigned, and the Customer Service desk is new and offers more money services. All the checkout lanes are new, and the number of self-service check out stations has been increased from six to eight.

The store also celebrated the giving of \$2,000 to four charitable organizations, Feeding America Southwest Virginia, Roanoke Fire-EMS, Salvation Army Turning Point, and the Patrick Henry High School Band Boosters.

The Towers Kroger has approximately 50,000 square feet. This is the second renovation to the store since Kroger acquired it in 1999.

Kroger, one of the world's largest retailers, employs nearly 400,000 associates who serve customers in 2,623 supermarkets and multi-department stores in 34 states and the District of Columbia under two dozen local banner names including Kroger, City Market, Dillons, Food 4 Less, Fred Meyer, Fry's, Harris Teeter, Jay C, King Soopers, QFC, Ralphs and Smith's. The company also operates 781 convenience stores, 327 fine jewelry stores, 1,350 supermarket fuel centers and 37 food processing plants in the U.S. and is recognized by Forbes as the most generous company in America. Kroger supports hunger relief, breast cancer awareness, the military and their families, and more than 30,000 schools and community organizations. The company contributes food and funds equal to 200 million meals a year through more than 100 Feeding America food bank partners. A leader in supplier diversity, Kroger is a proud member of the Billion Dollar Roundtable and the U.S. Hispanic Chamber's Million Dollar Club.

## Within Reach to be held for those interested in the Health Care Professions

Interested in a career in health care? If so, you'll be pleased to learn that a variety of health care careers are very much within your reach. The Virginia Tech Carilion School of Medicine, the Jefferson College of Health Sciences, Virginia Western Community College, and Virginia Tech, are teaming up to offer an evening full of important information to help you achieve your goals.

The event, Within Reach, will be held Monday, November 23 at the Virginia Tech Carilion School of Medicine at 2 Riverside Circle in Roanoke. An information fair will start at 6 p.m. The program starts at 6:30.

Speakers will include: David Trinkle and Stephen Workman with the Virginia Tech Carilion School of Medicine, Carole Graham with Virginia Western Community College, Judith McKeon with the Jefferson College of Health Sciences, and Audra Van Wart with Virginia Tech's Translational Biology, Medicine, and Health program.

Middle school, high school, and college students, early-and mid-level professionals, family members, teachers, school counselors, and community and church leaders are all encouraged to attend.

Free parking is available. Refreshments will be served, and no advance registration is required. An inclement weather date is set for November 30 (based on Roanoke City Public Schools closing schedule). For more information, contact Kelsey Daniel at 540-526-2560, or send an email to [communications@jchs.edu](mailto:communications@jchs.edu).

## Research in Roanoke ~

### *Nobel Laureate to kick off Virginia Tech Carilion Research Institute's public lecture series*



Marie A. Bernard, MD

Modeling human disease, extending the average human lifespan to a century, unlocking clues to brain plasticity – these intriguing propositions signal the start of the sixth annual season of the Virginia Tech Carilion Research Institute's Distinguished Public Lecture Series. The public lecture series brings national leaders in biomedical research to Roanoke. In their talks, these experts discuss both realized and potential implications of cutting-edge research.

Marie Bernard, deputy director of the National Institute on Aging at the National Institutes of Health will be featured on December 10. Bernard will explore the possibility of extending the average human lifespan to 100 years, with support of new evidence gathered by her institute.

Later in the series, Sharon Terry, founder and chief executive officer of the Genetic Alliance will speak about the promise, challenges, and opportunities of personalized genetic medicine. Terry has led major national initiatives on the privacy of genetic information and has catalyzed important national research initiatives on the development of diagnostics and treatments for rare genetic disorders.

Mary Hatten, the Frederick P. Rose Professor and director of the Laboratory of Developmental Neurobiology at Rockefeller University, will focus on the start of the human lifespan. She will share her research on the mechanisms of the development of the cerebellum of the brain, with a focus on synaptic plasticity and learning.

The free lectures take place from 5:30 to 6:30 p.m. at the Virginia Tech Carilion Research Institute at 2 Riverside Circle in Roanoke. A free public reception will precede each lecture at 5 p.m. in the VTC Café.

Another of the institute's ongoing series, the VTCRI Pioneers in Biomedical Research Program, features pioneering scientists in the field of biomedical research. This series – which is open to Virginia Tech faculty, staff, and students – features presentations on such topics as cancer stem cells, regeneration in spinal cord injuries, and how the human immune system remembers disease.

The institute's third series, the Timothy A. Johnson Medical Scholars Series, highlights the work of clinician-scientists in the field of medicine. This series, cosponsored by the Virginia Tech Carilion School of Medicine, is open to Virginia Tech and Carilion Clinic faculty, staff, and students.

For more information, visit <http://research.vtc.vt.edu/events/distinguished-scholars-series/2015>.

## IMPLEMENTING LEAN

*Operational excellence for local government*

Discover how  
effective leadership  
and lean systems  
create greater  
customer satisfaction  
and efficiency in  
government.

**March 3-4, 2016**  
\$319/person

The Hotel Roanoke and  
Conference Center

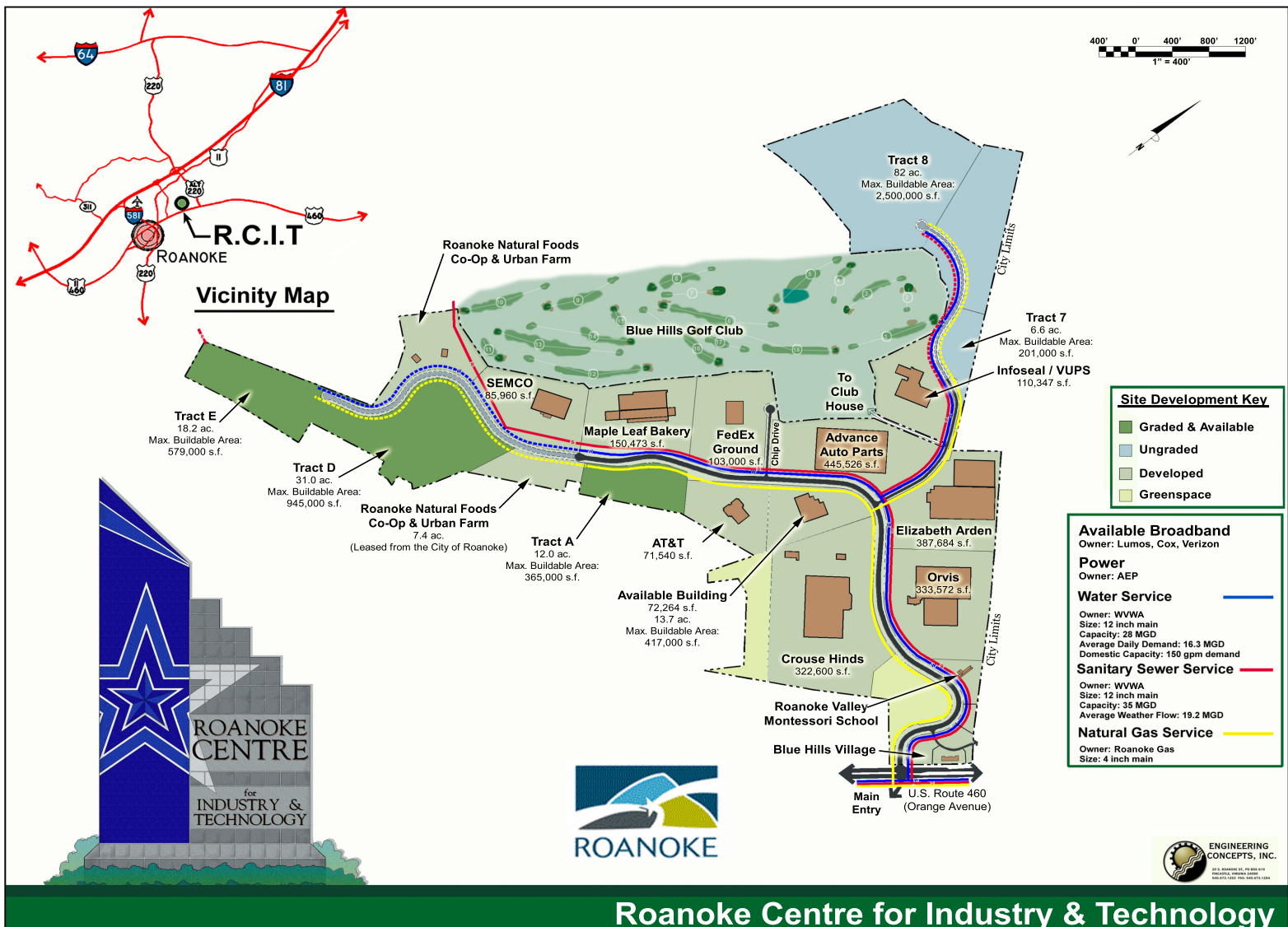
 **VirginiaTech**  
*Invent the Future®*  
Virginia Tech Roanoke Center

*Save the Date*  
*More information to come.*

  
**ROANOKE**

**To Register:** [www.cpe.vt.edu/ilean](http://www.cpe.vt.edu/ilean)





## Development Opportunities in the City of Roanoke

- 440 acres designed for light manufacturing
- Enterprise Zone location, with City of Roanoke and state incentives
- Located on Highway 460 close to I-81 and I-581
- Home to regional, national and multinational corporations
- All utilities available
- Protective covenants to ensure investment
- Five sites available
- Three graded and ready to go
- Sites range from 6.6 to 31 acres

For more information, contact the Dept. of Economic Development at 540.853.2715 or email econdevl@roanokeva.gov.

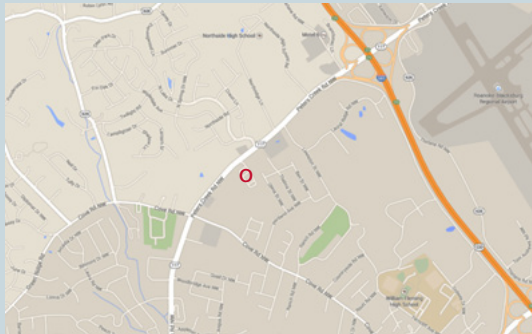


Tract D ~ Roanoke Centre for Industry and Technology

## Development Opportunity

### Property for Sale Located at 2903 Peters Creek Road, NW

**For Sale: \$1,695,000**



The City of Roanoke (owner) is accepting proposals for the purchase of three adjoining parcels located at 2903 Peters Creek Road, NW; Tax Map Numbers 6410104, 6410105 and 6410106. The combined acreage is approximately 11.8 acres, a portion of which is zoned Commercial Large Site (conditional) and the remaining portion is zoned Commercial General.

Conveniently located just minutes from Interstates I-581/220, and I-81, the site offers bi-directional access to Peters Creek Road, NW. Current traffic count is approximately 18,000 vehicles per day.

For complete property details please follow the link to the City of Roanoke's GIS system and use the Search/Query function by entering the following parcel ID Tax Numbers: 6410104, 6410105 and 6410106.

GIS link: <http://gisre.roanokeva.gov/>

#### How to Propose:

Proposals for the property must contain the following elements and be accompanied by the required signature form available on the Economic Development website under Available Properties, Peters Creek Road.

Proposals for the property must contain the following elements:

- Identification of the property and any adjacent property involved in your development
- Concept plan of the intended development including use, location and size of any buildings, number of units and a timeline for the completion of the project
- Description of the qualifications and experience of the proposer/developer
- Business Plan and Financial Plan for the project
- Offer amount for the property

Proposals will be reviewed and evaluated for compatibility to the City of Roanoke's Comprehensive Plan and Neighborhood Plan. The proposer will be contacted after sufficient time for staff review.

Please submit your written proposal to:

Rob Ledger, Manager, Department of Economic Development  
117 Church Avenue, SW Roanoke, VA 24011

Or submit by email to: [econdevl@roanokeva.gov](mailto:econdevl@roanokeva.gov).